

Feb 14, 2024

To All Concerned Parties

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Monthly Information for January 2024

We are pleased to announce the monthly results of our " At-home pick up business " and "Group store purchase business and other purchase business" for the month of January.

Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment.

The next monthly report for February 2024 is scheduled to be released on March 15, 2024.

<At-home pick up business>

■Number of inquiries

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of Inquiries	33,733						
YoY	91%						

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of Inquiries							
YoY							

■Number of visits

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	19,873						
YoY	106%						

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits							
YoY							

(Full-year Number of visit plan: 284,800, progress rate: 7.0%)

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592						
YoY	129%						

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

<Group store purchase business and other purchase business>

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	1,306						
YoY	173%						

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

■Number of Stores

	End of previous period (A) (Dec. 2023)	Jan. 2024 (B)	increase or decrease	Remark: New store openings etc,
			(B)-(A)	
BuySell Technologies	23	23	-	Plans to open two stores in February
TIMELESS	26	26	-	
Four-Nine (direct management)	19	19	-	
Four-Nine (franchises)	200	202	+2	Added with the start of consolidation
NISSO	5	5	-	
Group total	273	275	+2	

■Monthly Additional Comments

<p><At-home pick up business></p> <ul style="list-style-type: none"> The number of inquiries was 91% of that for the same month last year, but in line with plans. The number of inquiries in the previous year, January 2023, significantly exceeded the plan due to the effect of a large advertising investment in the second half of December 2022. The number of visits was 106% of that for the same month last year, progressing as expected against the full-year plan. The ratio of return visits (repeats) to the number of visits in January is approximately 7.7%, an improvement over the 2023 average ratio of 4.2%. Purchase volume was also in line with expectations. <p><Group store purchase business and other purchase business></p> <ul style="list-style-type: none"> Purchases increased significantly YoY for both BuySell, Timeless, and Four Nine. Number of NISSO stores, etc. were added to the total as a result of the start of consolidation*.
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End.

(note)

- The above results are preliminary and may be revised at a later date.
The Company has not been audited by an auditing firm.
- P/L consolidation of Four Nine has been started in October 2022.
- Purchase amount of NISSO, which has started P/L consolidation from January 2024, will be recorded in the group store purchasing business, but will start to be combined from the next February monthly period.
(January Group store purchasing business purchases will be adjusted retroactively)
- Number of inquiries: Number of customer inquiries obtained through various promotional advertisements.
- Number of visit: Number of visits to customers' homes by our field salespersons.
- Amount of purchases: Total amount of items purchased from customers (before elimination of intercompany transactions).

(Assumptions for KPI disclosure in each business)

● **At-home pick up business**

Disclose "Number of inquiries," "Number of visits," and "Amount of purchases" as monthly KPIs.

The number of inquiries, the number of visits, and the purchase amount are defined as key indicators of monthly progress in our main business, at-home pick up business (on a non-consolidated basis), We define "number of inquiries," "number of visits," and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), on-site purchase business.

*Based on the policy of expanding profitability, the Company has adopted a policy of disclosing "purchase amount" instead of " sales " as a monthly performance indicator for the " at-home pick up business", in order to strategically determine and execute the selection of sales channels and timing of sales according to inventory conditions and other factors.

Such purchases are recorded as net sales when they are sold after a certain period of time.

● **Group store purchase business and other purchase business.**

Disclose " Amount of purchases " and "Number of Stores" as monthly KPIs.

In addition to the Group's overall store purchase business (consolidated), this segment consists of home delivery purchasing, auction purchasing, and supplier purchasing. The "number of stores" and "amount of purchases" are defined as disclosed KPIs as important indicators of monthly progress in this business.